CHAPTER 90

SALE PLANNING AND ADMINISTRATION

PRE-SALE PLANNING

In addition to ongoing aesthetic management planning on a property basis, a great deal of thought should be given to specific problem areas which may develop on a given timber sale. In this way, contract specifications can be developed to avoid or minimize most problems. With careful planning, harvest activities also can be made more compatible with post-sale treatment and regeneration plans.

Among the things to be considered are the following:

A. Slash Control

A workable plan to deal with timber sale slash is critical. To the forester's eye, slash is the unavoidable unmerchantable residue left after a timber sale. To the visitor's eye, however, slash is a mess. It makes the area look chaotic and wasteful -- words which the visitor may not associate with a specific sale area, but with forestry in general. Visitors do not expect perfection. Most realize that a timber sale must generate a certain amount of slash. They do expect, however, some visual evidence that efforts were taken to prevent needless waste and destruction.

Prior to any cutting, the forest manager should determine:

- Where will slash be a problem?
- How will problem areas be handled?
    - Winter cutting to reduce foliage.
    - Lop and scatter, or removal by contractor.
- Follow-up work with labor crews (prison crews, YCC, etc.). Burning, discing, roller chopping, etc.

B. Residual Stand Treatment

It must be kept in mind that aesthetic management problems do not end with the completion of the timber sale. They begin. Visualize the sale area after cutting. What will need to be done next? How can you design the sale to make that follow-up activity easier?

- Will residual timber be used for screening? If so, will special skidding restrictions be necessary to protect it?
- Will residual timber be removed to enhance regeneration? If so, which will be the most visually acceptable: hand cutting concurrent with harvest, or mechanical shearing?
- How will the area be regenerated? If planting is needed, can additional cutting specifications make the job easier?
    - Slash piled for burning.
    - Snags cut and roads laid out to facilitate prescribed burning and fire breaks.

C. Cutting Methods

In aesthetically sensitive areas, it may be necessary to spell out not only the silvicultural system to be used, but the permissible machinery and cutting techniques as well. While pole skidders, hand peeling, full tree chippers and

mechanical debarkers may be perfectly acceptable on the bulk of the timber sale area, they may cause problems in sensitive areas.

D. Public Involvement

While public involvement and information efforts are a continuing part of any forest management program, the importance of specific public involvement efforts on an individual sale basis cannot be over-emphasized. Often people and organizations in support of the general concept of forest management will become less enthusiastic when a timber sale is about to become their neighbor.

To be effective, this effort must be made during the pre-sale planning phase. In sale design, actions taken to "involve the public and reflect their concerns" ring hollow when they are taken after all the decisions have been made.

Consider, for a minute, the town board chairman called on the carpet by a constituent about your timber sale. If he was actively consulted prior to the sale, hopefully he will be aware of management needs and the options available. He will be able to address the constituent's concerns knowledgeably. He will likely direct further questions to the forest manager involved and a dialogue can begin before positions are solidified.

On the other hand, if the town chairman has not been consulted, things may be very different. Since the town chairman was not involved with the management decisions, he will feel no need to explain or defend those decisions. Indeed, he will be unable to explain. The first sign of trouble will be when an organized, irate citizens' group storms into your office.

Seek out town and county officials, residents living in the area, lake associations, hunting clubs, and other interested citizens. Present the problem. Do your homework. Take pictures. Use slides. Identify the alternatives. Ask for input. Be flexible. There is more than one way to get the job done!

Example: In northern Wisconsin, local economies are generally dependent on two major industries, tourism and timber production, which sometimes compete for the same resources. In 1989 a timber sale was made in a county forest (primarily aspen) that adjoins a popular recreational trail used year-round for cross-country skiing, mountain biking, and hiking. According to various media reports, lines of communication had broken down among the forest administrator, the county conservation committee, and the trail foundation, resulting in conflict over the sale among the resource managers themselves.

Following the sale, these resource managers received many letters from skiers who were upset about the clearcuts along the trail. Concerns expressed included the adverse impact on aesthetics (one writer described the open areas along the trail as "moonscapes"), the accelerated deterioration of snow conditions in the unshaded stretches created along the trail (especially in low snow-years), and the loss of critical windchill protection. A flurry of non-productive exchanges between resource managers and trail users ensued, culminating in the formation of yet another committee to develop special forest management strategies and to oversee future forest management activities along the trail.

This controversy, not to mention the real or perceived damage to the trail caused by the clearcutting, could have been avoided by effective advance communication among all the parties affected by forest management practices in this sensitive area. Ultimately, forest management plans will be needed that will eventually replace aspen with longer-lived species along the ski trail. These longer-lived species will allow the use of selective harvest cuts in the future and gradually minimize adverse impacts on the trail from forest management activities.

Remember: public information and education are not substitutes for public involvement and imaginative sale design. Interpretive signs and other informational efforts should be used to augment, not replace an active aesthetic management program.

To be effective, a sign should not only spell out the economic return, but the reasons a specific harvest system was used and what was done to minimize unavoidable impacts.

ADMINISTRATION

A. Contract Administration

Even the best sale design will fail due to lack of vigorous sale administration. Problems must be identified and dealt with early, before they become unmanageable. To be effective, most aesthetic management contract specifications must be carried out concurrently with the cutting operation. Lopping and scattering of slash and cleaning up road entrances, for example, cannot wait until the sale is closed out. This means constant vigorous sale administration.

Camps and pile locations should be monitored to keep them out of aesthetically sensitive areas. Figures 90.1 and 90.2 list timber sale considerations and contract specifications, respectively.

B. Cutting Units

Dividing the sale into a number of cutting units can be a valuable management technique.

- It helps ensure that one area is satisfactorily cleaned up before another is started.
- It can be used to control time of logging on specific parts of the sale (e.g., winter only in sensitive areas).
- They can be used to control types of equipment and harvest methods on various parts of the sale.

C. Sale Maps

Next to the timber sale contract, the sale map is probably the single best tool for effective sale administration. With complex sales, it is absolutely essential. Make lots of copies. Take them along on sale visits. Give them to cutters. The contractor may have the contract, but the cutter has the chain saw!

A good map should be clear, concise, and contain all the information the cutter needs to locate himself and determine what needs to be done. Line locations, private land, paint colors, and cutting specifications should all be spelled out on the map.

Sample sale maps are shown in Figures 90.3 and 90.4, with a variety of map symbols compiled in Figure 90.5.

Figure 90.1 Timber sale multiple-use check list.

Special Land Use Considerations

Yes___ No___ Scientific Areas
Yes___ No___ Wilderness, Wild, etc. Areas
Yes___ No___ Endangered Species Nesting Areas:
Eagle_____ Osprey_____ Rookeries_____ Other_____
Distance to nearest above_____
Other_____

Timber Management Considerations

Yes___ No___ Cutting Zones
Yes___ No___ Marking
Yes___ No___ Residual Hardwood Removal
Yes___ No___ Leave Seed Trees
Yes___ No___ Restrict Cutting to Summer Only
Dates_____

Visual Enhancement Areas

Road_____ Lake_____ Stream_____ Corridors_____ Other_____
Yes___ No___ Trees to be Left for Aesthetic Purposes
Species_____
Cutting:
Yes___ No___ Road Zone
Marked_____ Designated_____
Species_____
Yes___ No___ Lake or Stream Zone
Marked_____ Designated_____
Species_____

Wildlife Considerations

Yes___ No___ Deer yard
Yes___ No___ Winter Cutting Only
Dates_____
Yes___ No___ Leave Trees to Benefit Game
Species_____
Yes___ No___ Game Openings
Number_____

Access and Roads

Federal_____ State_____ County_____ Town_____ Private_____
Yes___ No___ Limit Access
Yes___ No___ Landing Restrictions
Yes___ No___ Location Approval Required
Yes___ No___ To Be Marked
Yes___ No___ Culverts Required
Yes___ No___ Road Damage Probability
Yes___ No___ Trails: Snowmobile_____ Other_____
Yes___ No___ Use Restrictions. Specify:_____

Figure 90.2 Sample contract specifications relative to aesthetic management.

1. Slash control

All slash within the (road, lake, etc.) reserve strips will be lopped and/or scattered to lay within _____ inches of the ground and pulled back at least _____ feet inside the cutting line concurrently with the cutting.

Cutting in the (road, lake, etc.) reserve strips will be permitted during the winter months only between (date) and (date).

2. Residual Stand Treatment

All residual hardwood one to five inches in diameter will be cut concurrently with the removal of the merchantable timber.

No residual one to five inch diameter trees will be cut in those areas so designated on the timber sale map.

Short-wood skidding only will be permitted in area so designated on the timber sale map.

3. Roads

All roads must be approved prior to construction.

Roads will be built only in those locations designated on the timber sale map.

Access roads to (name of specific major road) will be built only at designated locations.

4. Cutting Methods

Only (specific species) will be cut in those areas so designated on the timber sale map.

Only trees marked with (color) paint will be cut in the (road, lake, etc.) visual enhancement areas.

No hand peeling or mechanical peeling will be permitted in those areas so designated on the timber sale map.

5. General

The cutting area has been divided into _____ cutting zones. One zone must be satisfactorily completed before cutting can begin in any other zone.

No camps or landings will be permitted within sight of any road or body of water. All camp locations must have prior approval.

No piling will be done along the _____ road.

Figure 90.3 Sample timber sale map (see Figure 90.5 for additional map symbols).

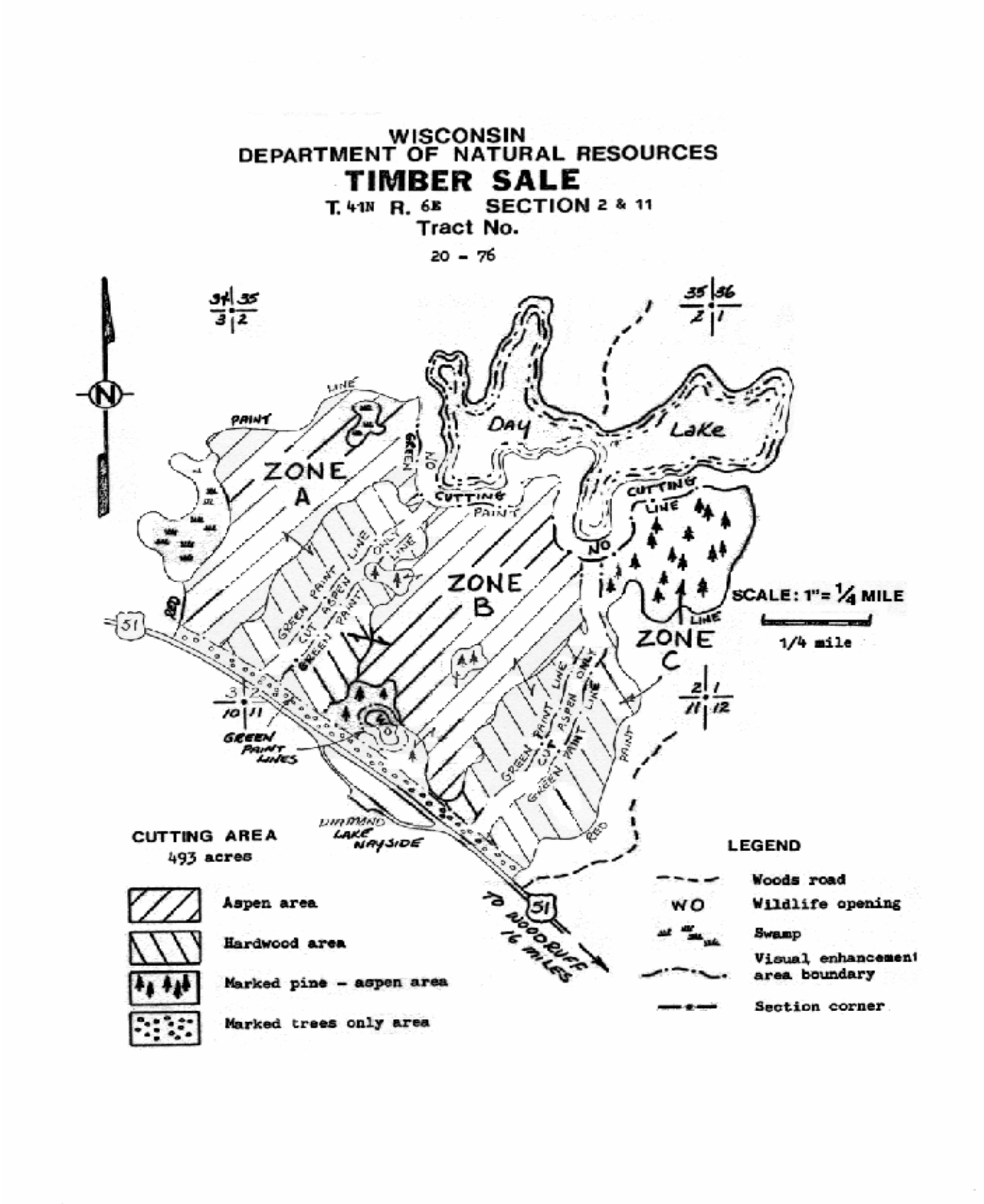

Figure 90.4 Sample timber sale map (see Figure 90.5 for additional map symbols).

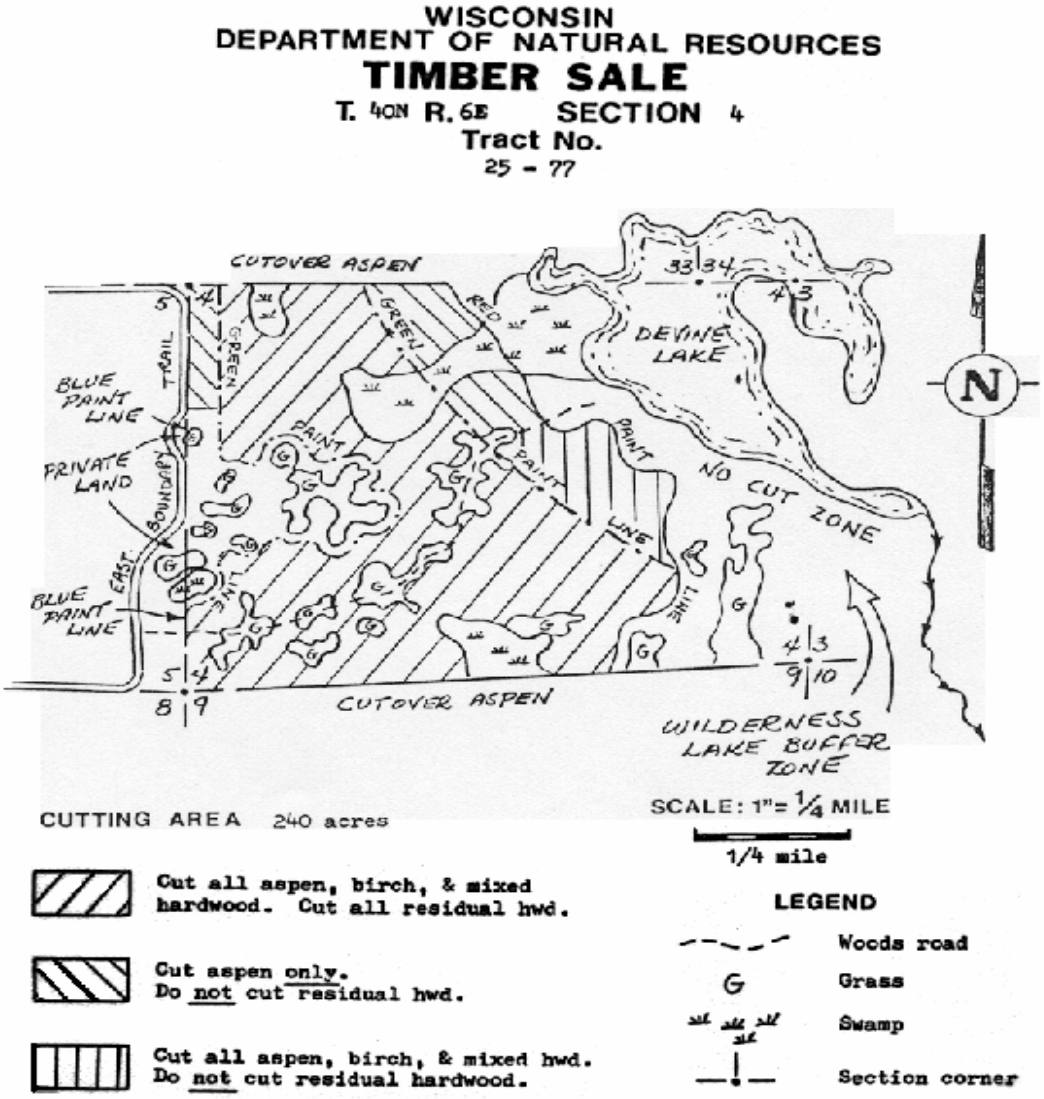

Figure 90.5 Map symbols.

Species:

PW	White pine	O	Oak
PR	Red pine	CH	Central hardwoods
PJ	Jack pine	OX	Scrub Oak
FS	Fir-spruce	SH	Swamp hardwoods
SC	Swamp conifers	BH	Bottomland hardwoods
SB	Black spruce	A	Aspen
T	Tamarack	BW	White birch
C	Cedar	K	Muskeg
HH	Hemlock-hardwoods	G	Grass
NH	Northern hardwoods	LB	Lowland brush

Size Classes:

Symbol	Class	DBH
0-5	Seedling-sapling	0-5"
5-9 or 11	Pole timber	5-9" or 11"
9 or 11-15	Small sawtimber	9 or 11-15"
15+	Large sawtimber	15"+

Stocking classes:

Symbol	Seedling-sapling	Pole timber	Small sawtimber	Large sawtimber
'	Poor	3-7 cds/ac	1.3-2.5 MBF/ac	1.3-4.3 MBF/ac
"	Medium	7-13 cds/ac	2.5-5.0 MBF/ac	4.3-8.5 MBF/ac
"'	Good	13+ cds/ac	5.0+ MBF/ac	8.5+ MBF/ac

Other: